

Message Text

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51

ORIGIN COME-00

INFO OCT-01 ARA-11 ADP-00 EB-11 STR-08 TRSE-00 CIAE-00

INR-10 NSAE-00 RSC-01 L-03 /045 R

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DRAFTED BY: TND: OTP: BIC: LJMURPHY

APPROVED BY: EB/ OCA/ REP: RCJORGENSEN

COMM: TND: OTP: BIC: DBROHER STATE: E: OT: STA: RWINSTANLEY

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OIM: BIC: RMUENZER ARA/ CEN: ASLATE TREAS/ MIPO: TMBARR

OIFI: RSHAW OBRA: ASABGHIR

OED / WPEDERSON

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R 091954 Z APR 73

FM SECSTATE WASHDC

TO AMEMBASSY GUATEMALA

AMEMBASSY SAN SALVADOR

LIMITED OFFICIAL USE STATE 065366

SUBJ: GOVERNMENT PROCUREMENT- HOST GOVERNMENT TENDER
REQUIREMENTS RE INTERNATIONALLY- FINANCED PROJECTS

REF: SAN SALVADOR 0925, MARCH 12, 1973

FROM COMMERCE:

1. GOG TENDERS FOR CONSTRUCTION AND SUPPLY PROJECTS
FINANCED BY IBRD OF IDB OFTEN REQUIRE POTENTIAL BIDDERS
FURNISH RESPECTIVE BID- LETTING AUTHORITIES WITH SIZABLE
QUANTITIES MIMEOGRAPHIC, HELIOGRAPHIC PAPER AND AMMONIA
IN EXCHANGE FOR BIDDING DOCUMENTS, COMPLETE SPECIFICA-
TIONS. PARA 9, REFTEL APPEARS INDICATE GOES HAS ADOPTED
SIMILAR PRACTICE.

2. SUCH REQUIREMENTS COULD PRESENT DISINCENTIVE/ OBSTACLE
TO POTENTIAL U. S. BIDDERS, ESPECIALLY THOSE NOT HAVING
LOCAL AGENT. IF AIM OF TENDER- ISSUING ENTITY IS TO DIS-
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COURAGE ALL BUT SERIOUS REQUESTS FOR BID DOCUMENTS, ETC., USE OF TRADITIONAL METHOD OF CHARGING NOMINAL FEE WOULD SERVE SAME PURPOSE WITHOUT POSING DIFFICULTIES FOR ANY PROSPECTIVE BIDDER. TO DEGREE THEY DISCOURAGE RESPONSE FROM ANY OTHERWISE QUALIFIED/ INTERESTED FIRM, CURRENT REQUIREMENTS CAN ACT AGAINST BEST INTERESTS OF HOST GOVERNMENT AGENCY CONCERNED.

3. ADDRESSEE POSTS REQUESTED TO PROVIDE HOST GOVERNMENT RATIONALE FOR REQUIREMENTS CITED PARA 1 AS WELL AS POST ASSESSMENT RE SERIOUSNESS OF ACTUAL OR POTENTIAL PROBLEMS RAISED FOR U. S. FIRMS. IF AVAILABLE, WOULD WELCOME POST' S CITATION OF ANY SPECIFIC CASES WHERE REQUIREMENTS CAUSED QUALIFIED U. S. FIRMS TO LOSE INTEREST.

4. SHOULD ASSESSMENT INDICATE EXISTENCE OF POTENTIALLY SERIOUS PROBLEM, ADDRESSEE POSTS ALSO REQUESTED PROVIDE SUGGESTIONS ON MOST EFFECTIVE METHOD OF SEEKING HOST GOVERNMENT REMEDIAL ACTION, INCLUDING POSSIBILITY OF JOINT APPROACH WITH OTHER LOCAL EMBASSIES WHOSE POTENTIAL SUPPLIERS SIMILARLY AFFECTED.
DECONTROL FOLLOWING APRIL 6, 1974 ROGERS

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*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

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TAGS: PFOR, GT
To: GUATEMALA
SAN SALVADOR
Type: TE
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